

Job Title: Global Pricing and Commercial Excellence Director
Reporting to: Chief Commercial Officer, Multi-Wing Group
Location: Vedbæk, Denmark

About Multi-Wing

Shaping airflow for future generations! This is the mission of the Danish company Multi-Wing Group – a world leader in custom-designed axial fan solutions. The company started in Vedbæk north of Copenhagen in Denmark and has developed into an international company with a global presence. Today, Multi-Wing has around 400 employees located in Multi-Wing companies in Denmark, Czech Republic, France, Germany, Italy, Russia, Spain, Ukraine, United Kingdom, China, India, Indonesia, Japan, Singapore, Thailand, Mexico, USA, Australia, Argentina, and Brazil.

Being the world's leading expert and dedicated manufacturer of tailor-made axial fans, Multi-Wing has designed products and services for radiator and engine cooling, ventilation, air conditioning, heating and refrigeration markets all over the world for more than 60 years.

Multi-Wing's engineered axial fans are comprised of various blade and hub configurations, based on each application's performance requirements. The key to success is Multi-Wing's innovative modular system that allows the creation of a very wide range of axial fans tailor-made for the client's specific needs.

Ownership

Multi-Wing has been a fully owned family company up until the end of 2021, where the CEO, and today partly owner, sold the majority of his shares in the company to the investment partner ALTOR. Altor has invested in more than 70 companies. Primarily companies with headquarters in Scandinavian countries, and Altor Equity Partners is a family of investment funds headquartered primarily in the Nordic capital cities. Today, a large range of institutional investors and pension funds have put more than 3,8 bill. EUR into the 5 funds owned by Altor. Altor has a long-term investment focus, with a strategy of a 15-year horizon for their latest 3 funds, Altor invests in the companies and in their portfolio.

The Role

The Global Pricing and Commercial Excellence Director will be part of the Commercial Management leadership team reporting to the group Chief Commercial Officer.

The role will play an important part in ensuring that the right commercial structures and growth enablement are in place on a global level to accommodate Multi-Wing's ambitious 2028 strategy.

Main areas of responsibility:

- Ensure a global unified sales process and quoting process for both Axial Fans and Fan Solutions.
- Drive the digitalization of the customer buying process in close cooperation with Marketing and IT.
- Own and drive global pricing initiatives.
- Develop and align pricing models in close cooperation with the business area directors.
- Lead the design and implementation of a new group wide CRM system.
- Ownership of all sales processes related to the CRM system

- Commercial owner of our new BI system.

We are looking for the following skills and experience:

- Experience with Commercial Excellence and pricing models from either an international technical or industrial company or from the management consulting industry.
- Experience from working in an international company or having experience working or living in more countries. Important is your international mindset.
- Thorough understanding of commercial excellence tools.
- Demonstrate experience with implementation of a new CRM system.
- Solid computer skills, including MS Office (Word, Excel, PowerPoint)
- Fluent in both written and spoken English.
- BSc/BA in business, engineering or equivalent.

You have the following personality profile:

- Proactive, initiating, and ability to work under pressure and meet deadlines.
- Outgoing nature and enjoys challenges.
- Good analytical skills, systematic and well-organized.
- Ability to work independently and relate easily to operating as well as conceptual tasks.
- Ability to sell own ideas.
- Above standard presentation, communication, and writing skills.
- Ability to set own agenda and formulate own tasks and ensure the roll out.
- An international mindset.

If you want to hear more about this opportunity and the company, or if you have any questions regarding the position, please do not hesitate to contact us. Kristian Brehm, CCO Multi-Wing Group at kbr@multi-wing.com

If you wish to apply for the position, please send your CV and a short cover letter.

Deadline for receiving applications is 15th of August.

Start date

As soon as possible.